# MARKETS, FINANCE, COMMERCE

# HAS FIRM CLOSE

General Advance Noted in New York-Foreigners Good Buyers.

### LOCAL BONDS ARE SOLD

Commission Taking Its Time on the Railroad Rate Advance Cases. Possibilities of Wireless. .

### By W. STEALEY.

The New York stock market yesterday closed firm. London buying of copper and Canadian Pacific caused two-point gains and the entire list closed higher than Monday.

Steel closed at 661-2 and Reading at 168 3-8, fractional gains. Union Pacific was up over a point, closing at 163 7-8. Southern Pacific closed at 383-4, a halfpoint gain. Unfavorable annual reports of the Penn-

sylvania and New York Central lines did not affect the stock. Pennsylvania held firm at 113 3-8, while Central gained fractionally. American Telegraph and Telephone closed at 1221-2, a fractional

Interest continued in Rock Island. The

Back in 1902, just before the Rock Ispack in 1985, just before the Rock 15-land combination was completed, the old railway stock sold as high as 206. At the same time Baltimore & Ohio was sell-ing at about 108, Canadian Pacific at 145, St. Paul at 198, Missouri Pacific at 125, Reading at 78 and New York Central at 167. Yesterday morning, on the drop of the Rock Island company's shares and the Iowa corporation's collateral trus bonds to what Wall Street called "receivership prices." the indicated value of the old stock deposited under the bonds was \$5.40 a share. The income yield, on a basis of 5 per cent in divi-dends, was 7.65 per cent.

### Local Change Sales.

Bond sales on the Washington Stock Exchange yesterday amounted to \$15,000. Of this \$21,000 was in Washington Railway and Electric 4s at 89. Seven thousand dollars in Capital Traction 5s went at 108 1-8a108 1-4. Riggs Realty 5s (long) sold

Trading in the stock list, other than one share of Mergenthaler at 216, was confined to Washington Gas and Washington Railway and Electric preferred. Thirty-seven shares of the railway brought 897-8a90, while 75 shares of Gas sold at

### Railroads and Commission.

The decision of the Interstate Commerce The decision of the interstate Commerce Commission in the industrial railways case continues to excite attention. All allowances, which the commission de-clares must cease, were in every case set forth in the published tariffs on file with the commission.

railroads began to make many of these allowances to industrial railroads before the interstate commerce act was passed. After the law had been passed and subsequently amended both railroad companies and shippers realized that these allowances might be regarded as illegal, and about three years ago they united to present the matter to the commission for

that if it means an increase in railroad revenues, as the commission estimates, of \$15,000,000, somebody will have to give up

Those who have to will probably not

passed October 2, 1912, requires us to de-duct 1 per cent from the amount of your interest and pay the same to the United

income tax.
"We therefore beg to hand you en-closed check for \$1.65, being the amount of your interest as above, less \$.01, 1 per cent thereof, withheld as income

"If you are not subject to the income tax law, or if, being subject to the law, you wish to claim this acrip interest as a part of the specific exemption allowed by the law, you will please supply us by the law, you will please supply us with a claim of exemption, duly executed upon the form required for your par-ticular case by the regulations of the United States Treasury Department. Upon receipt thereof we shall be pleased to remit the amount "ithheld as above, which the law requires us to withhold unless such claim of exemption is filed with us hiess such claim of exemption is filed Memphis ith us.
"Wishing the above safely at hand, we Little Bo

### Possibilities of Wireless.

It is but a very few years since wire-less telegraphy was considered merely a scientific curiosity and likely to remain so. Now, it is recognized as a powerful factor in the transmission of intelligence, with the possibility of ultimately dis-placing metallic conductors. If, in the course of a few decades, it should hap-

NEW YORK CURB MARKET. NEW YORK STOCK MARKET.

Bethlehem Steel pfd
Brookton Based TranCal. Petroleum pfd.
Cal. Petroleum pfd.
Canedian Pacific.
Case. J. I., pfd.
Case. J. I., pfd.
Central Leather pfd.
Chesapeake & Ohio.
Chicago Great West.
Chicago Great West.
Chic., M. & St. P.
C., M. & St. P.
C., M. & St. P.
Chicago & N.
Chino Con. Copper.
Col. Fuel & Iron.
Counol. Gas.
Corn Products.

Pennsylvania R. R., Pooples G. & C., Pitts Coal, Pitts. Coal pfd., Pitts. Steel pfd., Pres. Steel Car., P. C. Cor. of N. J., Ry. 827 Sories.

Standard Milling pfd...

COTTON STATISTICS.

SS,786 INTER 33,604

19,908 10,163 1,651 343 3,957 1,678 981 2,580 ..... 315

NEW YORK COFFEE.

12% 13

13% 13% 13% 13%

Furnished by N. L. Carpenter & Co.

10 K and a series of the series of

### NEW YORK MONEY.

NEW ORLEANS COTTON.

Furnished by N. L. Carpenter & Co. Open. Bigh. Low. Bid. Asher. 12.51 12.55 12.46 12.60 12.51 12.55 12.54 12.55 1

October 11.61 11.67 11.60 11.61
MISCELLANEOUS BONDS.
New York, Peb. 3.—Closing quotations for mis- cellaneous bonds:
New York State 415s 16515
New York Central 25s. 1963 105%
New York Central 4s 1967 87%
American Smelting 6s
American Telephone & Telegraph col. 4 80%
American Telephone & Telegraph cet, 45s 98
Atchison, Topeka & Santa Fe gol. 4s 55%
Atchison, Topeka & Santa Fe cet. 4s, stamped &
Atchison, Topeka & Santa Pe crt. 4s, 1960 1944
Atlantic Coast Line-Louisville & Nashville & 101/2
Raltimore & Ohio gold 4s
Baltimore & Ohio cet. 4'ss 94's
Baitimore & Ohio Southwestern Fig 21
Bethiehem Steel rfg is
Brooklyn Rapid Transit to 51%
Brooklyn Rapid Transit 5" notes, 1918 95%
Central Leather Sa 98%
Central Pacific 1st 4s
Chesapeake & Ohio gnl. this
Chesapeake & Ohio crt. 65s
Chicago, Burlington & Quincy gol. 4s 10%
Chicago, Burlington & Quincy-Illinois 4s 9514
Chicago, Burlington & Quincy joint 4s 96%
Chicago, Milwaukee & St. Paul gnl. 4s ser. A. 35%
Chicago, Milwaukee & St. Paul cvt. 455 103
Chicago, Rock Island & Pacific Ry, dec. 5s., 7514
Chicago, Rock Island & Pacific Ry. gol. 4s., 81%
Chicago, Rock Island & Pacific Ry. rfg. 4s., 79
Children Brok Miles & Broke Broke &

Chicago, Rock Island & Pacific Chicago, Rock Island & Pacific Denver & Rio Grande rfg. 5s. Detroit United Railways figs. Du Pont Powder figs. Erio Ist con. 7s. Eric et con. 7s. Eric et con. 7s. Eric et de, series B. Florida East Coast figs. Illinois Central 6s, 192. Illinois Steel deb. figs. Inserteor Rayld Transit rfg. 5s. Interberough Metropolitan figs. Interberough Metropolitan figs.

Those who have to will probably not like the effect of the decision as well as the railroads do, and may be expected to take steps to recoup themselves, possibly y asking the commission to reduce the rates in proportion to the allowances formerly made. What they do in this direction and what the commission will say to their plea remains to be seen.

It is obvious that the commission is going to take its time about settling the case.

The Story of One Cent.

A stockholder of the Porto Rican-American Tobacco Company, San Juan.
P. R., has received a remittance from the treasurer of the company of interest on script dividend due January 1, 1914, amounting to \$1.04. Accompanying this statement is the following:

"The United States income tax law, passed October 2, 1913, requires us to de-"

Total sales, 453,39 shares, against 490,45 yesterday, passed October 2, 1913, requires us to de-"

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U. S. Steel sf. fs.
Virginia Car-Chemical fs.
Virginia Iron Coal & Coke fs.
Virginian Railway fs.
Wahash, rig. 4s
Westanghouse Mig. 5 per cent notes, 1917.
West Shore 4s.
Wisconsin Central-St. Paul & Duluth is.
Total sales, \$5,759,500, against \$5,915,009
94,079,000 a week ago, and \$2,222,000 a year a

New York, Feb. 3.-American Can Company earned 4 1-2 per cent on its com-mon stock in 1913, compared with \$ \$-10 provements, there was a balance of \$5.632 --

017, a decrease of \$1,506,129, available for dividends on the preferred shares. Big Profits for Chemical Firm. New York, Feb. 3.—Net profits of the General Chemical Company last year were the largest in its history, according to the annual report just issued. The

# There were \$1.378,776 carried to \$200,880. against \$1,300,089 the previous twelve months. WALL STREET GOSSIP.

Southern Pipe Line Company has de-clared the regular cuarterly dividend of \$\$ per share, payable March 2, to stock of record February 18.

The Bankes Trust Company and the BALTIMORE WHOLESALE MARKET

eighteen months. A tentative agreement was reached between Traction Commissioner Witt and President Stanley, of the ompany, to distribute over a five-year seriod, the charging off d a \$3,000,524.52 werdraft.

J. Epps Brown, first vice president of the Southern Bell Telephone and Telegraph Company, announces the following appointments, effective today;

M. O. Jackson, division general manager, Atlanta division; David Laird, division general manager, South Georgia and Florida; M. B. Speir, division general manager, North and South Carolina. The appointment of division general managers is made to meet the growth of the telephone business in the South and to centralize the company's affairs in each of the five States in which it operates.

### NEW YORK PRODUCE

New York, Feb. 2.—MILLPEED—Steady; demand inactive. Spring bran, in 160-pound sacks, 25.00; to arrive, 25.75; standard middling, spot, 25.00; to arrive, 25.75; winter wheat, in 160-pound sacks, to arrive, 25.00; city bran, in bulk, 25.40. bulk, 25.40.

RYE FLOUR—Steady; inquiry is moderate. Good to choice, at 3.50s.3.50.

CORNMEAL—Flat; business inactive, Kita-dried for export, 3.55. coarse meal, in bags, 1.25a.1.63.

BUCKWHEAT FLOUR—Dull; prices easy; weather too warm. Choice quoted at 2.55s.3.60 per 100 pounds.

R.00; ramity, n.00; continues is inactive. Packet, ik.00a is.00; family, is.00a20.00.

LARD-Weaker; moderate dealings. Prime Western, il.00; refined continent, il.00; South American, iz.00; refined Brazilian, in kegs, il.30; beef stearine, 5 asked; lard stearine dull; New York, il<sup>15</sup>5.

	The state of the s		
	Purnished by W. B. Hibbs & Co.		
	Continues of the Contin	Bid.	Asked
	Adventure	144	
J	Bohemia	1%	
	Calumet & Arizona	67%	67%
ä	Calumet & Hecia	CS	446
b	Copper Range	39	39%
5	East Butte	1254	2216
,	Franklin		476
ı	Indiana	534	5%
	Lake	9%	16
	La Salle	434	6%
	Mason Valley	3%	3%
	Mayflower	5%	816
÷	Mergenthaler	235%	216
	Michigan	1	7%
ì	Mohawk	44	45
ı	North Butte	25%	25%
ı	North Lake		256
Ŀ	Old Colony		
ı	Old Dominion	5112	52
	Onem	174	114
i	Osceola	90%	90%
	Quincy	64	65
ı	Shaunon	6%	7
ī	South Lake	4%	3
į.	Swift	106%	106
į	Tamarack	77	25%
٦	Trinity \	254	5
	United Fruit	168	140
ú	Utah Consolidated	9%	10%
i	Victoria	114	1%
i	Wolverine	45	46
	U. S. R.	41%	- 63
i	U. S. R. ptd	4814	4814
	Granby	87	57%

Furnished by W. B. Hi PORK-	Open.	High.	Low.	Close
May LARD-				
May	11.00	11.02	10.97	11.0
May	11.00	11.50	11.45	11.4
CHICAGO GR	AIN	MAR	KET.	

٠	CHICAGO GRA	IN	MAR	KET	
	May	Open.	High.	Low. 92%	Clo
	CORN- May	65/4 65/4	65%	66 64%	6
	May	19% 19%	20%	3914 39	3

BALTIMORE CITY STOCKS (Reg.)	
Sewerage 25/48, 1980 81	***
GAS AND ELECTRIC.	
Baltimore Electric is (stamped) 99	
Fairmount Gas com. (W. I.)	21
C. G. E. L. & P. C. M Ser. 1955 20	
Con. G. E. L. & P. com., 100 160%	104
Con. G. E. L. & P. pfd., 100 111%	
U. E. L. & P. lat C. M. 4'10, 1921 91%	
BANKS AND TRUST COMPANIES.	-
BANKS AND TRUET COMPANIES.	23
Parmers & Mechanics National, 100	
Pariners & Mechanics National, W	156
Fidelity & Deposit, 56	253
Mer. Trust & Deposit Co., 50	-
Mer. Print & Deposit Co., M	
Munery Trust	-
U. S. Fidenty & Gar., 101	
RAILROAD STOCKS.	
Atlantic Coast Line of Coan., 100 255	25
Scaboard Air Line com., 100 21	211
(Street Railways.)	122
United Ry. & Elec., 50 25%	26
Wash., Balto, & Asnapolis pld	55
C. & I. Ry. Co. 1st 5s, 1920 58%	901
Ga., Car. & Nor. 1st 5s, 1929 163	****
Georgia & Alabama con. 5t	
Macon D. S. Is	20
New Orleans Great Northern 5s	601
Raleigh & Gaston 3s 103	****
Seaboard to (stamped)	36
Scaboard & Roanoke 5s, 1926 103%	****
South Bound in, 1941	****
Virginia Midland 5th 5s, 1225 163	****
Wil. & Weldon gold 5s, 1955 165%	3999
(Street Railways.)	93
Anacostia & Potomac 5	160
Aug. Ry. & Elec. Co. 1st is, 1940	991
Chicago Railways 's	96
City & Sub. 1st 5s, 1922	-
City & Sub. (Wash.) 1st 5s, 1948 100%	101
Knoxville Traction 1st 5e, 1908 102%	1004
Macon R. & L. 1st C. 5, 1958 27's	26
Marriand Elec. Rys. 5s	99
Metro. (Wash.) 1st 5s, 1925	***
Norfolk Street R. R. lst 5s, 1944 165	****
Norfolk & Portsmouth Traction S 8	
Norfolk Railway & Light 5s Wi	273
United R. & K. fund 5s, 1805	87
United R. & E. 1st co. 1949	841
United R. & E. Inc. 4, 1949	64
United Railways 5s. notes	100

MISCELLANEOUS. Balto, Co. Water & Electric fe ......

# 

WASHINGTON STOCK EXCHANGE.

GOVERNMENT BONDS.

ington Railway & Electric ta.... ington, Alex, & Mt, Vernon 5s.... MISCELLANEOUS BONDS. Electric cons. fe.

TITLE INSURANCE STOCKS.

MISCELLANEOUS STOCKS.

WASHINGTON PRODUCE.

em, 26-31.

LARD-Tub, pure, per lh., 125a12%; do., common, per lh., 195a11. Cottonseed oil, per can, 4.72.

BUTTER-Best print, new, per lb., 25-2; tub, per lb., 25-2; process, per lb., 25-32; undergrade, per lb.,

Saff; store-packed, per Jb., 17a18. CHEESE-New York, new, per Jb., 13; flat, per

Swiss, domestic, per lb., D; do., foreign,

District of Columbia Paper Mig. Co.... 124

PUBLIC UTILITY STOCKS.

BOSTON COPPERS			Norfolk & Washington Steamboat
ished by W. B. Hibbs & Co.		12721020	Columbia Gas & Electric
	Bid.	Asked	American Telephone & Telegraph II
nture	114		TYPE MACHINE STOCKS.
Dia	1%		Mergeuthaler Linotype 21
net & Arizona		67%	Landon Monotype 8
net & Hecla		446	
er Range	39	39%	MINING STOCKS.
Butte		2216	Greene-Cananea 3
din		476	NATIONAL BANK STOCKS
na		5%	American 16
		16	Capital
alle		4%	Columbia 35
Walley		3%	Commercial
ower		516	District
mthaler	23554	216	Farmers' & Mechanics
can		1%	Federal
**		45	Linesh
Butte		25%	Metropolitan
Lake	7	256	Riggs 55
Colony			Second
Dominion		84	National Bank of Washington
		114	The state of the s
• ······		2014	TRUST COMPANY STOCKS.
4a		65	American Security & Trust
y		**	National Savings & Trust 23
non		3	Union Trust 13
Lake		105	Washington Loan & Trust
			Continental Trust II
rack		32%	SAVINGS BANK STOCKS.
ly 1,			
d Fruit		149	Home
Consolidated		10%	Bank of Commerce & Sarings 1
cis		1%	East Washington
erine		46	FIRE INSURANCE STOCKS.
. R	41%	- 63	Arlington 1
R. pfd		4814	Corcoran
<b>b</b>	87	87%	Firemen's

Furnished by W. B. Hil PORK-	Open.	High.		
May	21,45	21.52	21.65	21.47
LARD-				35.55
May	11.00	11.02	10.97	11.60
RIBS-				
May	11.30	11.50	11.49	11,47

	CHICAGO GRA	IN	MAR	KET	
١	Furnished by W. B. Hibb		e.		3
	WHEAT-	Open.	High.	Low.	Clo
- 1	May	83%	25%	92%	9
	July	18%	8614	88%	
i.	CORN-				
	Mar	663	667	66	6
٠,	July	65%	65%	64%	
61	OATS-				
ΕI	May	1954	39%	35%	1.3
	Lute	16887	ARGO.	160	

### BALTIMORE STOCK MARKET.

Bid.	Acked
BALTIMORE CITY STOCKS (Reg.)	
Semerage 25/48, 1980 81	***
GAS AND ELECTRIC.	
Baltimore Electric is (stamped), 99	
Fairmount Gas com. (W. L)	21
C. G. E. L. & P. C. M 185 20	
Con. G. E. L. & P. com., 100 163%	104
Class Cl. P. J. S. D. and 160 11155	
Con. G. E. L. & P. pfd., 166	
	•
BANKS AND TRUST COMPANIES.	100
Drovers & Mechanics National, 100	235
Farmers & Mechanics National, 40 45	
Fidelity & Deposit, in	156
Fidelity Trust, 100	265
Mer. Trust & Deposit Co., 56 160	
Munsey Trust 100	
U. S. Fidelity & Guar., 100 181	
· RAILROAD STOCKS.	
Atlantic Coast Line of Conn., 100 255	25
Seaboard Air Line com., 100 21	21
(Street Railways.)	-
United Ry. & Elec., 50	26
Wash, Balto, & Asnapolis pld	55
C. & I. Ry. Co. 1st 5s, 1920 98%	901
Ga., Car. & Nor. 1st 5s, 1929 163	
Georgia & Alabama com. 5t	
Macon D. S. Is.	99
New Orleans Great Northern Sa	601
Raleigh & Gaston 3s 103	
Seaboard to (stamped)	851
Scaboard & Roanoke Se, 1925 163%	
South Bound is, 1941	
Virginia Midland 5th Is, 1925	****
Wil. & Weldon gold 5s, 1955	
	3490
(Street Railways.)	22
Anacostia & Potomac 5	160
Aug. By. & Elec. Co. 1st is, 1940	991
Chicago Railways 's	96
Char. C. R. G. & E. 5s. 1995	-
City & Sub. 1st 5s, 1922	****
City & Sub. (Wash.) 1st 5s, 1948 100%	101

CHICAGO PRODUCTS.

•	RIBS-	3.0			-
	May 1	1.10	11.50	11.45	11.
	CHICAGO GRA	IN	MAR	KET	
	Furnished by W. B. Hibb WHEAT-	open.	n. High.	Low.	Clos
	July	18%	85%	86%	88
	Mar	663-	667	66	64

do., pan. 15; shad, roe, each, 1.75;; do., buck, each, MS
SEEDS-Clover, red, per lb., 175;; do., abilte, per lb., 19; do., abilte, per lb., 19; do., abilte, per lb., 19; do., abilte, per lb., 18; do., abilte, per lb., 18; do., abilte, per bushel, 2.75; red top, per lb., 22.75. Bios gram, per bushel, 1.85; do., 1.85; do., per box, 3.75; do., 19; oranges, California, per box, 275; do., Florida, 1.00; 230; tangerines, Florida, firstrap, 3.75; do., Florida, 100; grapes, Malaga, per traps, 3.95; do., per box, 3.75; grapefruit, per crate, 3.95; do., per box, 3.75; grapefruit, per crate, 3.95; do., BAT, STRAW, AND CORN-Hay, best timothy, per ton, 18,60; do., medium, 17,60; old hay, 3.65; 18,60; straw, long rye, per ton, 18,60; do., tangled rye, 10,65; do., tangled rye, 10,65; do., tangled rye, 10,65; wheat straw, 3.90; corn, ear, per bbl., 3.75.

selentific curiosity and likely to remain so. Now, it is recommised as a powerful factor in the transmission of intelligence with the transmission of intelligence with the course of a few decades, it should happen that the entire telegraphic and steller phonic equipment of the world must be discarded and Scrapped, controus as a second of the certain second of the certain

FIRAECIAL.

FIDUCIARIES Guardians, Trustees, Executors

A. B. Leach & Co., Investment Securities. 149 Broadway, New York

Lewis Johnson & Co. Washington Correspondents 1605 Pennsylvanis Aven

What We Do

-Transact a general banking business under conditions insur-ing depositors every banking adinvestments for customers.
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Buy and sell FOREIGN EXCHANGE at current rates.

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Henry Hurt,
John B. McLean,
Schenfer M. Lower,
Willard H. Brownson,
Charles I. Corby,
Schenfer W. Labore

The Riggs NATIONAL BANK.

## SELLER OF JUDGESHIP **HEARS VERDICT TODAY**

"Curley Joe" Cassidy and Others, Principals in Political Scandal, Slated for Stiff Terms.

"BIG BOSS" IS DESPIRITED

New York, Feb. 3.-The seller of judgeship, his agent, and the purchaser of the nomination—"Curley Joe" Cassidy, Louis T. Waiter, jr., and William Willett, jr.— will appear before Justice Jaycox in Brooklyn tomorrow morning to receive their sentence for participation in one of the most shocking scandals that has shaken the community in recent years. It is the general impression that Cas sldy and Willett will receive stiff jall sentences, while Walter, the boss' agent, will probably go to the peniten-tiary. Willett was to have been sen-

tenced today, but the ordeal was post-poned for twenty-four hours to permit the court to peruse a number of appli-cations for elemency.

The convicted "big boss of Queens" spent his first full day behind the bars today, although he has been a prisoner since last Wednesday. He was consid-erably broken down in spirit, and refused

Quotations given below are for large lots of good marketable mode only. Jobbers' prices are higher. Lower grades may be sold for less. Fancy goods commanded nice prices.

Receipts of live stock, poultry, and eggs continued hight. Prices retunited firm.
Good demand prevailed restenday for fruits and eggstables. Condition of Florida lettuce peor; good lettuce firm. The supply of other goods about equaled the demands at unchanged quotations.
One to 2 cut deer are on creamery butter.

EGGS—Nearby firsts, per dox., MaXI; do., Southern, 2021. to make any statement. St. John, New Brunswick, Feb. 1.-Five persons were seriously burt in a fire which swept the Salvation Army House early today imperiling the lives of sev-enty-five lodgers sleeping in the building.

WALL PAPER. ROOMS PAPERED, E AND E. PAINTING, E. New spring designs now ready. C. B. THOMPSON New spring designs now ready. C. B. Ti & CO., 2126 11th st. nw. Phone Col. 678. PRACTICAL PAPERHANGING, ALL THE latest designs in paper; estimates given; satisfaction guaranteed. Callaway Bros., 250 30th nw. Tel. W. 1549.

BIRDS AND PETS.

NORRIS BIRD AND PET STORE.
Canaries, parrots, dogs, cata, rabbits
guines pigs. 303 16th at, nw. Phone Col. 185.

# The **Munsey Trust** Company Capital \$2,000,000 **FULLY PAID IN**

FRANK A. MUNSEY President

### **PUT YOUR SURPLUS FUNDS TO WORK**

will be cared for by an old and firmly established institu-INTEREST PAID

-in this bank, where they

-on deposits subject to oheck. Accounts of every size invited. The Washington

Loan & Trust Company Cor. 9th and F Sts. JOHN JOY EDSON, President.

The Safest Investments Are those that do not fluctuate during dis-turbed conditions of the money or stock mar-ken. First deed of trust notes (first mort-cages), well secured on real estate in the Dis-trict of Columbia, constitute "gilt-edge" in-vestments. They do not depend upon the financial responsibility of individuals or cor-porations for their stability, and are exempt from taxation as personal property. We can supply such investments in amounts from \$250 upward. Send for booklet, "Concerning Lease and investments."

Swartzell, Rheem & Hensey Co.,

727 15th Street Northwest.

Later all of the inmates of the home had been accounted for. The loss was \$20,000. W. B. Hibbs & Co. ew Tork Stock E

LOCAL SECURITIES bought and sold on same favorable terms as we offer for trading in New York stocks and bonds.

Hibbs Building

# Getting a Start NATHANIEL C. FOWLER

DON'T SPREAD.

(Copyright, 1914.)

Versatility is not to be encouraged. I do not mean to say that one should confine his energies within narrow limits and not have a broad grasp upon affairs, for the posses-sion of general information assists one in concentration. It is a fact, however, that those who know several things equally well are not pro-ficient in any one thing, and, there-fore, are of little use in any depart-ment of life, especially in these days when specialization, rightly or wrongly, appears to be necessary to

bring about anything more than ordinary success. The capacity of the human brain is practically, if not theoretically, limited. While its memory power is enormous, its effective working ability cannot be spread indefinitely.

The capacitle man is at a tremen-

The versatile man is at a tremendous disadvantage. You find him everywhere, in society and in business? He is generally a hail-fellowness? well-met sort of chap, a good con-versationalist, a delightful companion. He can successfully handle a dance or a party, and is not a com-plete failure in business; but he does not actually get anywhere worth while. He spreads himself over too large a territory, and, therefore, does not intensively do anything.

I recall several men, some of them in the public eye, whose work will not be remembered, because they have done altogether too many kinds of things and are not recognized as authorities on any one thing. They may be good salesmen, but never will be great salesmen. They may be fair speakers, but what they say will seldom make an impression. They may hold minor offices to the satisfaction of their constituents, but they will not be able to assume large they will not be able to assume large

The eminent men of the world, N OBODY wants a spreader, the sort of a chap who knows a little of everything and mighty little of any one thing.

The entirely include the work of th the major part of their energies to perfecting themselves in some one line of work and in this they have line of work, and in this they have become experts. They are not un-familiar with general affairs, and their education is broad; but they give to their specialty the better part

of themselves and earn a reputation which will live after them. Our best and practical educators are today questioning the advisability of so great a variety in educa-tional curriculums, and are of the opinion that too many academic studies, while tending to broaden and give culture, handicap useful-

If we were permitted to live a thousand years, we could be effec-tively versatile; but, in the limited span of our life, we have not the time or the capacity to know more than one thing well, although, of course, we should not be ignorant of those things which, indirectly as well as directly, pertain to our work and position in the world.

It is unprofitable to store the mind with that which it cannot distribute. Many an educated man is but a storehouse with a thousand entrances and no exits. He receives but does not deliver.

Better know little and use what Better know little and use what you know, than know much and be unable to do anything with it. Of course, nobody knows just how much to take in and just what to take in, and there will be a waste or overstocking, but this may be reduced to the minimum. The best advice I can give a young man is to obtain a general broad knowledge of things, and then to confine his education, whether he be in school or out of it. whether he be in school or out of it, to those studies and experiences which will directly contribute to his success and to the rounding-out of